

## Message Text

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ORIGIN XMB-04

INFO OCT-01 ARA-14 ISO-00 EB-08 COME-00 /027 R

XMB

DRAFTED BY XMB: T.A. CHAPMAN/SVC:AA  
APPROVED BY ARA/MEX: ECBITTNER  
XMB: R.D. CRAFTON  
EB/IFD/ODF:TPARKER  
EB/ORF/FSE:PBULLEN

-----082920 061256Z /45

R 052234Z JAN 78  
FM SECSTATE WASHDC  
TO AMEMBASSY MEXICO CITY  
AMCONSUL MONTERREY

UNCLAS STATE 002695

E.O. 11652:N/A

TAGS:EGEN, MX

SUBJECT: EXIMBANK OFFICIALS TO VISIT MONTERREY AND  
MEXICO CITY

1. EXIMBANK DEPUTY VICE PRESIDENT - LATIN AMERICA  
HEODORE A. CHAPMAN, LOAN OFFICER SAM ZYTGER AND CON-  
TRACT OFFICER STANLEY CURTIS (HEREINAFTER REFERRED  
TO AS TEAM) PLAN VISIT MONTERREY JANUARY 9 AND 10 AND  
MEXICO CITY JANUARY 11 THROUGH 17. TEAM PLANS ARRIVE  
MONTERREY SUNDAY EVENING, JANUARY 8, FLY TO MEXICO  
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EVENING JANUARY 10 AND DEPART MEXICO CITY JANUARY 18  
EARLY MORNING. PLEASE RESERVE THREE SINGLE ROOMS AT  
AMBASSADOR (MONTERREY) AND ALEMEDA (MEXICO) AT EMBASSY  
DISCOUNT, IF POSSIBLE. NOT NECESSARY MEET FLIGHTS.

2. EXIMBANK WILL APPRECIATE CONSULATE HELP IN ARRANG-  
ING APPOINTMENTS WITH FOLLOWING (SUGGESTED CONTACT  
IN PARENTHESIS) IN MONTERREY:

FOR COMPLETE TEAM  
BANCO SERFIN (LORENZO DE LA PENA) THEY PREFER  
JANUARY 9 NOON, ACCORDING TO WASHINGTON REPRESENTA-  
TIVE WILLIAM TINSLEY.  
GRUPO ALFA (FERNANDO TURNER, SALVATORE ALBA) TO INCLUDE  
COURTESY CALL ON RAPHAEL PAEZ OF HYLSA. TURNER  
HAS INDICATED THEY PREFER JANUARY 10, 2:00 P.M.  
TO 2:00 P.M.  
EMPAQUES DE CARTON TITAN (JOSE SAENZ)

FOR CURTIS (REST OF TEAM ONLY IF TIME PERMITS)  
FABRICAS DE MONTERREY (LUIS LAURO GONZALEX FINANCE  
V.P.)  
TUBACERO (JEROME KANE)

ZYT CER ONLY  
CEMENTOS DE MEXICO (ALEJANDRO MARCOS)

CHAPMAN (REST OF TEAM ONLY IF TIME PERMITS)  
SERGIO DE LA GARZA (TEL. 42-71-37 LAWYER REPRESENTING  
EXIMBANK IN PRODUCTORA DE PAPEL CASE)  
CEMENTOS HIDALGO (AT MONTERREY OFFICE - VARGAS LUGO)  
POSSIBLY FINANCIERA DEL NORTE (EDUARDO CAMARENA)

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TEAM WILL WISH TO LEARN CONSULATE'S VIEWS ON BUSINESS  
CONDITIONS IN NORTHEAST MEXICO AND ANSWER ANY QUESTIONS  
REGARDING EXIMBANK.

3. EXIMBANK REQUESTS EMBASSY ARRANGE APPOINTMENTS  
WITH FOLLOWING IN MEXICO CITY:

FOLLOWING APPOINTMENTS COMPLETE TEAM  
ALTOS HORNOS (SERGIO ROMERO)  
FUNDIDORA MONTERREY (HOMERO MENCHACA, OR HECTOR LOSANO)  
PEMEX (SEE BELOW)  
BANK OF AMERICA (JAMES PROUTY, MICHAEL OWEN)  
FIRST NATIONAL CITY (JOHN ELEK, ROBERT SICINA, JAIME  
RUIZ)  
CHASE (DAVID WHITE)  
NACIONAL FINANCIERA (CARLOS MARTINEZ, MAX ZARAGOZA)  
CLORO DE TEHUANTEPEC (EDUARDO SAUCEDO)  
DUPONT DE MEXICO (RE. PPQ AND QUIMICA FLUOR) (JERRY  
COOPER)

FOLLOWING APPOINTMENTS FOR CHAPMAN AND ZYT CER ONLY  
FABRICA DE PAPEL SAN RAFAEL (JAVIER GONZALEZ)  
PETROCEL (MANUEL MESTRE, OLINTO MAYNEZ)  
ADELA (EDMUNDO ALFARO CONCERNING DURAPLY DE PARRAL)

FENOQUIMIA (NEW GEN. MGR. BENITO BUCAY OR FERNANDO RUIZ, CONTROLLER)  
EMPACADORA DE FRUTAS Y JUGOS (EUGENIO LOPEZ RODEA, PABLO GUTIERREZ)

FOLLOWING APPOINTMENTS FOR CURTIS ONLY  
TEREFTALATOS MEXICANOS (CONRAD SCHLAEPFER)  
MEXICANA DE PAPEL PERIODICO (ING. ERNESTO FLORES CASTRO OR JOSE A. ORDONEZ)

4. IF TIME PERMITS, EXIMBANK REQUESTS THAT MEETINGS BE ARRANGED WITH:  
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LA CRUZ AZUL (ING. ESTEBAN RUIZ V., INDUSTRIAL MANAGER)  
KIMBERLEY CLARK DE MEXICO (SERGIO PALIZA VALDEZ)  
BANCOMER (ROBERTO LYON, JORGE DE URIATE)  
BANAMEX (PERHAPS ENRIQUE DE BAYLE OR GUILLERMO GUEMEZ)  
INDUSTRIAS POLIFIL (ROBERTO PESARO)

5. EXIMBANK EXPECTS TO TALK BY PHONE WITH PEMEX (GARCIA TORRES OR ZUBICARI OF FINANCE DEPARTMENT) WEEK OF JANUARY 2 AND WILL SUGGEST MEETING. NOTWITHSTANDING PIPELINE PROBLEMS, MEETING TO DISCUSS ADMINISTRATIVE PROCEDURES FOR UTILIZATION OF DOLLARS 250 MILLION CREDIT FOR OTHER PROJECTS WILL BE USEFUL. EXIMBANK WILL ADVISE EMBASSY AS TO PLANS FOR THIS MEETING BY TELEPHONE.

6. EMBASSY COMMENTS REGARDING THESE TRAVEL PLANS AND ASSISTANCE IN ARRANGING MEETINGS WILL BE APPRECIATED.  
CHRISTOPHER

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## Message Attributes

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**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** VISITS  
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**Copy:** SINGLE  
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**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
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**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
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**Disposition Event:**  
**Disposition History:** n/a  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** T.A. CHAPMAN/SVC:AA  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Subject:** EXIMBANK OFFICIALS TO VISIT MONTERREY AND MEXICO CITY  
**TAGS:** EGEN, MX  
**To:** MEXICO MONTERREY  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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